

The ordering means 12 has a function of notifying the order-receiving center terminal 20, when an order is confirmed by the user via the input unit 15, that the order has been confirmed with the quantity and delivery date sent from the estimation requesting means 14.

The storage medium K1 is a disk, a semi-conductor memory or the like, which stores a program for realizing the buyer terminal 10 such as a personal computer as part of the selling price determining system. This program is run on the buyer terminal 10 to control the operations by the buyer terminal 10, thereby realizing the product catalogue displaying means 11, the ordering means 12, the delivery-date-basis base price menu requesting means 13 and the estimation requesting means 14 on the buyer terminal 10.

The order-receiving center terminal 20 is a server device managed by a product supplier or an independent service contractor, which is provided with a product information registering means 21, a delivery-date-basis base price determining means 22, an order accepting means 23, a price estimating means 24, a final price determining means 25, an input unit 26 such as a keyboard, a display unit 27 such as an LCD display, a memory device 28 and a storage medium K2.

As shown in Figure 3, the memory device 28 is provided with a product catalogue memory 281, a price scheme memory 282, a schedule information memory 283, a delivery-date-basis base price menu memory 284 and an order information memory 285.

The product information registering means 21 has a function of registering product information, price scheme and schedule information sent from the product supplier terminal 30 in the product catalogue memory 281, the price scheme memory 282 and the schedule information memory 283 of the memory device 28, respectively. The product information, the price scheme and the schedule information for the same product are provided with an identical unique product identifier by the product information registering means 21 so as to tell that they are information of the same product.

The delivery-date-basis base price determining means 22 has the following functions (a) to (d).

(a) Upon a registration of product information, price scheme and delivery date in the memory device 28 by the product information registration means 21, a function of generating a delivery-date-basis base price menu for the product specified by the above information and a function of registering the menu in the delivery-date-basis base price menu memory 284. The generated delivery-date-basis base price menu is provided with the same product identifier as those provided for the above product information and the like.

(b) Upon receiving a request for the delivery-date-basis base price menu from the buyer terminal 10, functions of acquiring and sending the delivery-date-basis base price menu of the product specified by the product identifier sent with the request, from the delivery-date-basis base price menu memory 284 to the buyer terminal 10.

(c) Upon receiving a notice of order confirmation from the buyer terminal 10, a function of resetting the base price for the delivery date of the confirmed order based on the so-far accepted total order quantity and the period from the present time point to the above-mentioned delivery date.

(d) Upon resetting the delivery-date-basis base price menu, a function of resetting the base prices for respective delivery dates based on the periods from the present time point to the respective delivery dates and so-far accepted total order quantities for the respective delivery dates.

The ordering means 23 has a function of, upon receiving a request from the buyer terminal 10, sending product information (product catalogue) stored in the product catalogue memory 281 to the buyer terminal 10, and a function of registering the information of the confirmed order (i.e., product identifier, order quantity, date of order, delivery date, name of buyer, etc.) in the order information memory 285 once it receives a notice of order confirmation from the buyer terminal 10. Figure 4 is a diagram showing an example of data stored in the order information memory 285.

The price estimating means 24 has a function of estimating the price upon receiving a request and a function of sending the estimated price to the buyer terminal 10.

The final price determining means 25 has a function of calculating the final selling price for the order confirmed by the buyer terminal 10 based on the standard selling price of the ordered product, the period from the time point of order to the delivery date and the total order quantity for